



TESTIMONY

Submitted by Coco Sellman, Founder & CEO
Co-Owner of All Pointe Home Care
Aging Committee Public Hearing

March 3, 2022

SB 174 AN ACT CONCERNING A STUDY OF LONG-TERM CARE NEEDS HB 5197 AN ACT CONCERNING A STUDY OF THE NEEDS OF SENIOR CITIZENS

Senator Miller, Representative Garibay and distinguished members of the Aging Committee, my name is Coco Sellman. I am an owner of All Pointe Home Care, a CT home health provider.

All Pointe Home Care is a CT-licensed and Medicare-accredited home health provider serving 80+ towns in central and western Connecticut with in-home nursing, physical therapy, occupational therapy, speech therapy, social work, and home health aide services. We specialize in **in-home complex nursing care of technology-dependent, medically fragile** individuals with tracheostomies, ventilators, g- and j-feeding tubes, and other intensive at-home medical interventions.

We care for the medically complex through around-the-clock nursing. In this type of care, a team of nurses (Registered Nurses and Licensed Practical Nurses) performs 8-hour shifts to cover the care of a patient who would otherwise be required to live in an institutional setting. In-home complex nursing care is provided at a cost of ~\$1000/day, versus being in an intensive care unit for ~\$8000/day. Our patients are funded 90% by Medicaid.

We serve our state's most vulnerable, in their preferred in-home setting, while also saving the state money. Yet we are in crisis, due to the nursing and home health aide shortage.

As you probably know, there is a massive workforce shortage in home care. **We lost nearly 30% of our clinicians during the pandemic**, leaving home health for better wages to be found in other care settings. Inflation has also affected our nurses and home health aides to prioritize more pay over a position (and patients) they love.

The impact of losing 30% of our people translates to losing 30% of patients receiving care. This means we cannot accept new patients and haven't in months, creating a serious logjam in the healthcare system.

I recognize that this committee doesn't address the funding needs of the home and community-based providers, rather you focus on the needs of the aging population in CT to ensure adequate services and supports are available. However, these two are integrally connected.



Home Health Aides and Personal Care Attendants are leaving our industry to work for McDonald's and just announced this week, Target who is willing to pay \$24/hr! We simply cannot compete with box stores and the food industry.

And Nurses are leaving home health for better compensation and much better benefits in travel nursing, skilled nursing facilities, and hospitals, where dollars have flowed and care models are different. Institutions are paid in such a way that they can afford to give nurses quality health insurance and reasonable paid time off. We cannot compete! Yet, Home is where people want to receive their care. They don't want to live in the institutional settings, such as nursing homes and assisted living.

Respectfully, I'd like to assert that until the funding is managed, a study to determine the needs of the aging population would be too little, too late. When we lose 30% of our people to more attractive wages elsewhere, this means our patients lose access to care.

While it's important for long term planning needs, we don't have enough staff now to care for the current needs. Please support funding the system that ultimately will be the care providers for those with future needs.

Thank you for the opportunity to provide testimony. Feel free to contact me with any questions.

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